

Message Text

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TO USDOC WASHDC
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AMEMBASSY VIENNA

UNCLAS WARSAW 6172

COMMERCE FOR BEWT/TPD/ROBERSON VIENNA FOR VONTILLIUS

EO 11652N/A
TAGS: BEXP PL
SUBJ: SOLO EXHIBITION ON FOOD PROCESSING AND AGRICULTURAL MACHINERY

REF: A. USDOC 12231, B. USDOC 11400, C. WARSAW 5341,
D. USDOC 7939, E. WARSAW 3368, F. WARSAW 1140

1. THE TIMING OF THIS SOLO FOR LATE SEPTEMBER AND EARLY
OCTOBER 1979, AS PROPOSED IN REF A, IS NOT ACCEPTABLE.
WHETHER EARLY, MID OR LATE SEPTEMBER, IT IS TOO SOON AFTER
THE POLISH SUMMER VACATION PERIOD TO HOST AN EVENT OF THIS
SIZE. UNDER NORMAL CONDITIONS, WE ARE STRETCHING OUR LUCK
TO PLAN EVEN A MAJOR TSS DURING THIS PERIOD. IT IS NOT CLEAR TO
US WHY USDOC BELIEVES (REF A) THIS WOULD ALLOW AMPLE TIME.

2. FURTHERMORE, REF C, PARA 5, INDICATES WE PLAN TO HOST
(ON OUR OWN INITIATIVE) A TSS ON CONTAINERIZATION IN
SEPTEMBER 1979. DISCUSSIONS ON THIS ARE ALREADY UNDERWAY

WITH THE MINISTRY OF FOREIGN TRADE AND MARITIME ECONOMY
AND WITH A COUPLE OF PRIVATE FIRMS. THE TDC
DIRECTOR WILL BE ON HOME LEAVE IN JULY AND AUGUST 1979.
WE WILL ALSO HAVE TO GRANT SOME FSL LEAVE IN JULY AND AUGUST FOLLOW-
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ING COMPLETION OF THE POZNAN FAIR.

3. WE ARE SOMEWHAT SURPRISED USDOC IS TRYING
TO MOVE THIS SOLO BACK INTO FY-79, WHEN ORAL AND WRITTEN
COMMUNICATIONS IN RECENT MONTHS HAVE LEFT US WITH THE IMPRES-
SION IT WOULD BE IN FY-80. REF D AGREED TO OUR UNDER-
STANDING OF FY-79 EVENTS AS REPORTED IN REF E. REF E CLEARLY

INDICATED THERE WOULD BE A TSS IN SEPTEMBER 1979 AND THE SOLO WOULD COME IN NOVEMBER. REF B, PARA 3, RECONFIRMED THIS UNDERSTANDING.

4. AS PER REF A, WE CAN UNDERSTAND THE DIFFICULTIES OF RECRUITING FOR THIS SOLO IN OCTOBER AND NOVEMBER IF THESE ARE THE MONTHS FOR IMPORTANT INTERNATIONAL FOOD PROCESSING EXHIBITIONS IN THE UNITED STATES, ALTHOUGH WE DID NOT KNOW THIS BEFORE. BUT, AS OF NOW WE CANNOT ACCEPT THIS SOLO BEFORE NOVEMBER 1979, AND WE SUGGEST POSTPONING IT UNTIL THE WINTER MONTHS OF 1979-1980. THIS PRESENTS NO PROBLEMS FROM OUR POINT OF VIEW, AND IT COINCIDES WITH OUR RECOMMENDATION IN REF F, PARA 5, THAT THE WINTER MONTHS ARE A GOOD PERIOD FOR HOSTING THIS TYPE OF EXHIBITION BECAUSE IT JUST PRECEDES THE PERIOD WHEN POLISH BUYERS IN THIS SECTOR ARE FOCUSING ON THEIR DECISIONS FOR THE NEW YEAR.

5. THEREFORE, WE INVITE UDDOC'S VIEWS REGARDING HAVING THIS SOLO IN THE DECEMBER 1979 TO FEBRUARY 1980 PERIOD. IN VIEW OF THE ABOVE, WE DO NOT SEE HOW IT CAN BE DONE ANY EARLIER, AND IT SHOULD NOT BE DONE ANY LATER IF WDCANT TO MAKE AN IMPACT IN THIS MARKET.
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